

Leading with Expertise

Let's Have a Conversation...

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Our Priorities for 2011

- ARRA
- Lease Process Reform
- President's Memo on Reducing Facilities Needs
- Requirements and Solutions Development
- Green Proving Ground
- Global Project Management
- Performance Measures
- Professional Development



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Our Priorities for 2011

ARRA

- \$5,198,821,573 in Obligations
- \$938,659,549 in Outlays

Some great lessons learned!



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Our Priorities for 2011

Lease Process Reform

- 21 Major Recommendations
- Streamlining
- Making Things Faster
- Making the Process Less Expensive

We ***can*** actually reduce the red tape!



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Our Priorities for 2011

President's Memo on Reducing Facilities Needs

- Sales of Excess Property
- Eliminating Leases that Are Not Cost Effective
- Consolidation
- Innovative Workplace Strategies

This is the new reality!



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Our Priorities for 2011

Requirement and Solutions Development

- Becoming our Customer's Strategic Partner
- Offering Innovative Workplace Solutions/Leveraging Mobility
- Changing the Federal Culture Related to Facilities

This is going to be a challenge!



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Our Priorities for 2011

Green Proving Ground

- We Can Be a Leader in Sustainability in the Real Estate Industry
- We Can Take Risks
- We Will Make Green Part of the Government Culture

This is an investment paying dividends long into the future!



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Our Priorities for 2011

Global Project Management

- Consistent Project Leadership
- Clear Lines of Communication

This is about service excellence!



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Our Priorities for 2011

Performance Measures

- ARRA
- Lease Productivity
- Funds from Operations — Owned and Leased
- Project Delivery
- Customer Satisfaction Survey
- Tenant Satisfaction Survey
- Reductions in Energy Consumption
- Reductions in Water Consumptions
- Waste Diverted

It's not about goals, but successfully meeting goals!



Our Priorities for 2011

Professional Development

- We Need to Invest in Ourselves
- Potential Topics — Real Estate Finance, Marketing & Client Communications, Negotiating, Sustainability, Leadership & Management

This is making sure we maintain our world-class talent!



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Our Priorities for 2011

Now, how 'bout that conversation?



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